

Marine Corp Base Camp Lejeune

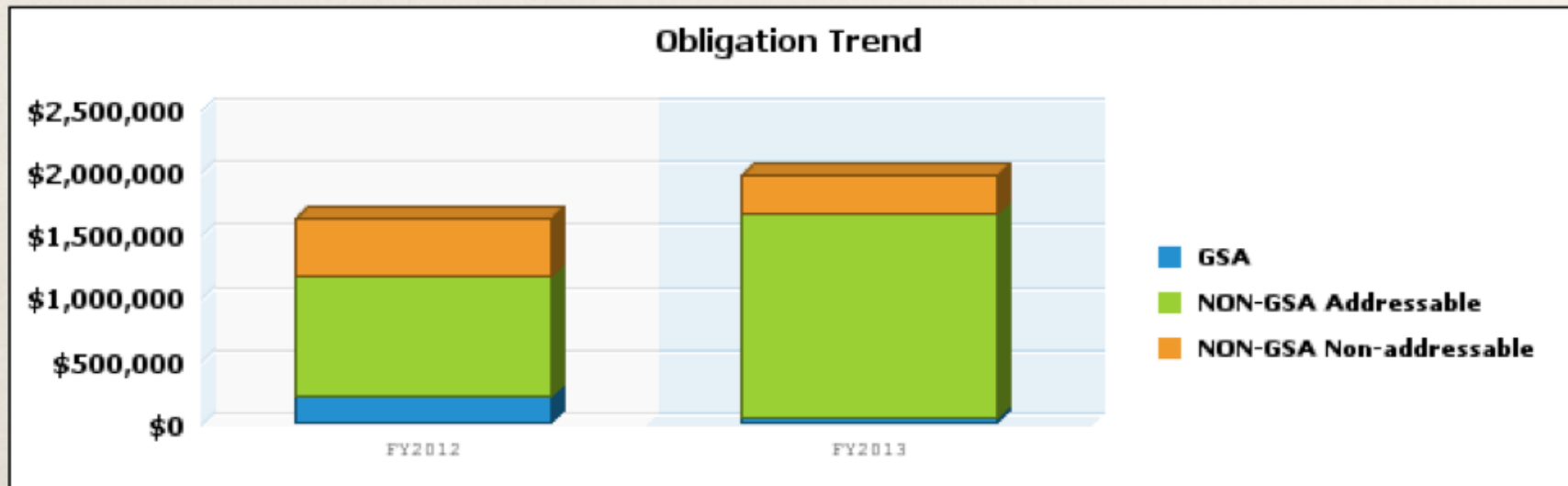


Market Overview



GSA Addressable Market

FY2013 GSA Addressable Market: 1.6 mil



Fiscal Year	GSA	Change in GSA \$	Total Addressable Market	GSA Addressable Market	Market Change
FY2012	\$225,722		\$1,166,878	19.34%	
FY2013	\$51,467	-\$174,256	\$1,667,491	3.09%	-16.26%



Data is provided through FPDS



GSA Schedules & PSC's

FY 2013 Product Service Codes

FY2013 Top 5 GSA Schedules	
070-GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES	\$40,682
071-FURNITURE	\$8,310
084-TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT & EMERGENCY/DISASTER RESPONSE	\$2,475

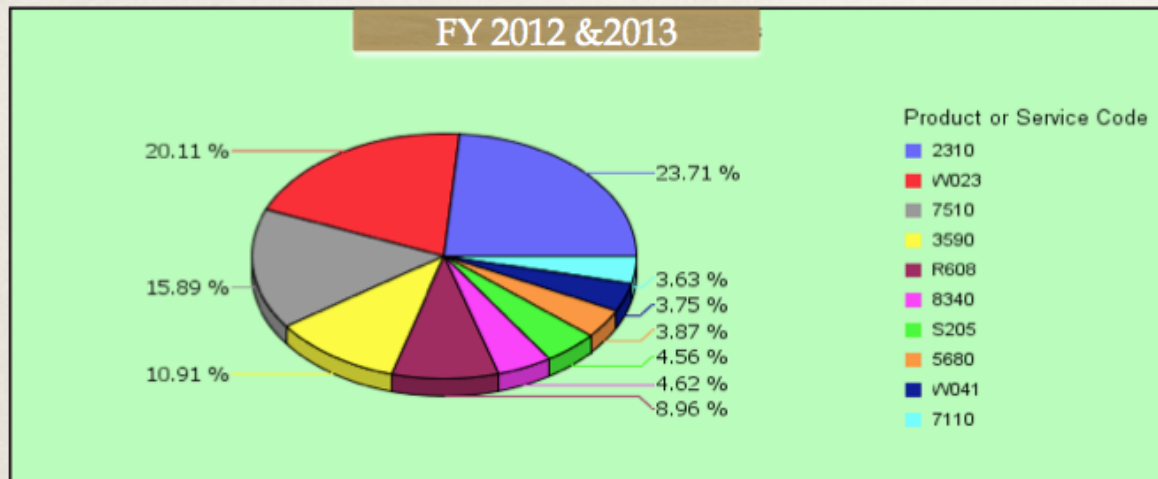
FY2013 Top 5 Addressable Product Service Codes & GSA Market	
W023 - LEASE-RENT OF VEHICLES-TRAILERS-CYC	\$341,633
7510 - OFFICE SUPPLIES	\$282,527
3590 - MISC SERVICE AMP; TRADE EQ	\$215,347
R608 - ADMIN SVCS/TRANSLATION-SIGN LANGUAG	\$177,611
W041 - LEASE OR RENTAL OF EQUIPMENT- REFRIGERATION, AIR CONDITIONING, AND AIR CIRCULATING EQUIPMENT	\$74,400

*GSA offers
These 5 PSC's
On our
schedules*

FY2013 Top 5 Product Service Codes	
W023 - LEASE-RENT OF VEHICLES-TRAILERS-CYC	\$341,633
7510 - OFFICE SUPPLIES	\$282,527
3590 - MISC SERVICE AMP; TRADE EQ	\$215,347
R608 - ADMIN SVCS/TRANSLATION-SIGN LANGUAG	\$177,611
8960 - BEVERAGES, NONALCOHOLIC	\$116,058



GSA Top 10 Addressable PSC's

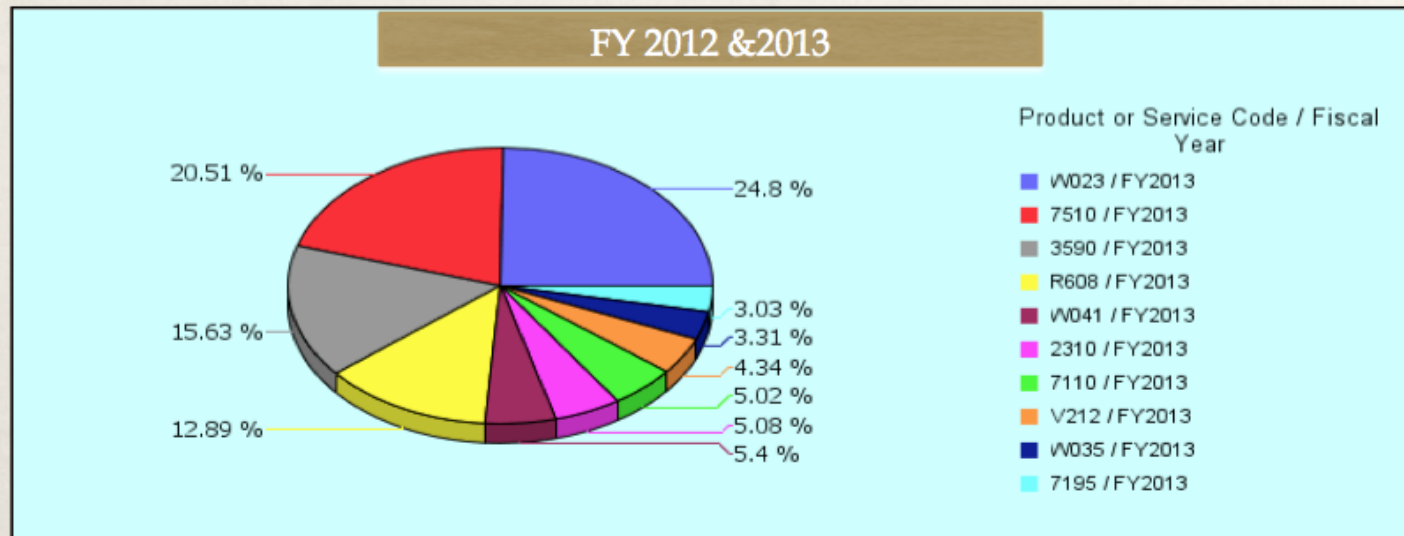


Rank	PSC	All FY's Addressable Total
1	2310 - PASSENGER MOTOR VEHICLES	\$470,217
2	W023 - LEASE-RENT OF VEHICLES-TRAILERS-CYC	\$398,755
3	7510 - OFFICE SUPPLIES	\$315,115
4	3590 - MISC SERVICE AMP; TRADE EQ	\$216,347
5	R608 - ADMIN SVCS/TRANSLATION-SIGN LANGUAG	\$177,611
6	8340 - TENTS AND TARPULINS	\$91,713
7	S205 - HOUSEKEEPING- TRASH/GARBAGE COLLECTION	\$90,358
8	5680 - MISCELLANEOUS CONSTRUCTION MATERIALS	\$76,796
9	W041 - LEASE OR RENTAL OF EQUIPMENT- REFRIGERATION, AIR CONDITIONING, AND AIR CIRCULATING EQUIPMENT	\$74,400
10	7110 - OFFICE FURNITURE	\$71,929

* The top 10 PSCs represent 69.97% of Total Addressable Obligated Dollars



GSA Top 10 Addressable PSC's



PSC	FY2013 Addressable Total	Contract Count	Average Contract Dollars
W023 - LEASE-RENT OF VEHICLES-TRAILERS-CYC	\$341,633	12	\$28,469
7510 - OFFICE SUPPLIES	\$282,527	16	\$17,658
3590 - MISC SERVICE AMP; TRADE EQ	\$215,347	5	\$43,069
R608 - ADMIN SVCS/TRANSLATION-SIGN LANGUAG	\$177,611	5	\$35,522
W041 - LEASE OR RENTAL OF EQUIPMENT- REFRIGERATION, AIR CONDI	\$74,400	1	\$74,400
2310 - PASSENGER MOTOR VEHICLES	\$70,027	2	\$35,014
7110 - OFFICE FURNITURE	\$69,109	1	\$69,109
V212 - TRANSPORTATION/TRAVEL/RELOCATION- TRAVEL/LODGING/RECI	\$59,840	2	\$29,920
W035 - LEASE OR RENTAL OF EQUIPMENT- SERVICE AND TRADE EQUIP	\$45,635	1	\$45,635
7195 - MISC FURNITURE AMP; FIXTURES	\$41,700	2	\$20,850

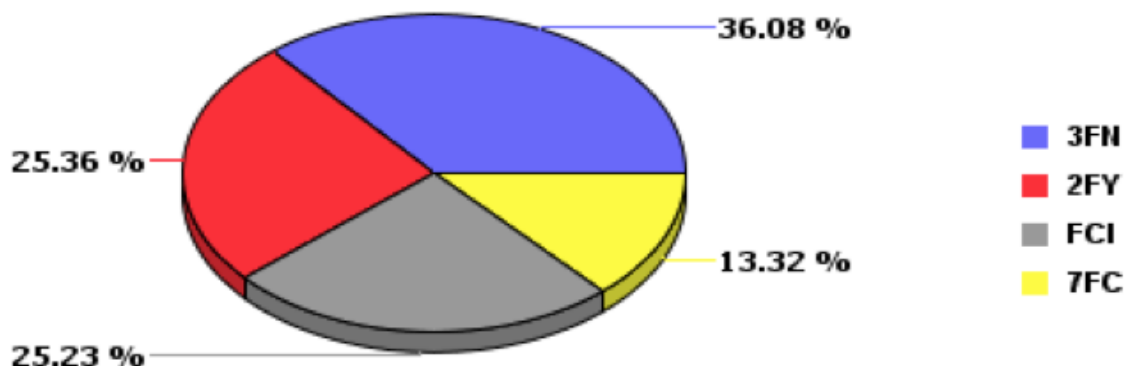
** The top 10 PSCs represent 82.63% of Total Addressable Obligated Dollars*



GSA Acquisition Center Utilization

FY2013 GSA Acquisition Center Schedule Obligations

Distribution by Acquisition Center for all Fiscal Years



3FN - National Furniture Acquisition Center - 3QSA

\$100,023

2FY - National Administrative Services and Office Support Center - 2QSA

\$70,305

FCI - Center for Information Technology Schedules Program - QTTB

\$69,934

7FC - Greater Southwest Acquisition Center - 7QSA

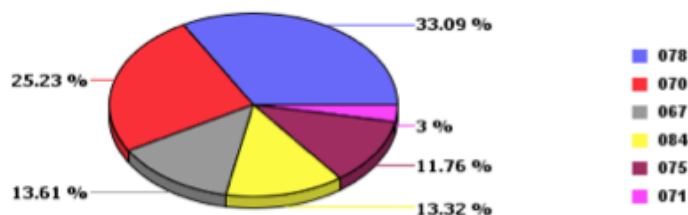
\$36,928



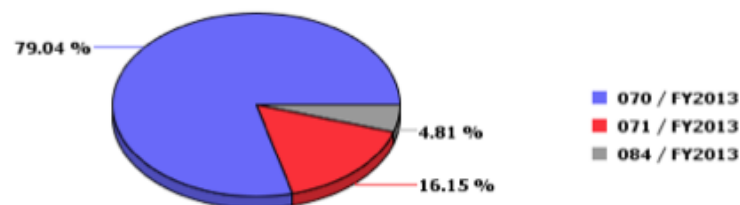
GSA Addressable Market

FY2013 GSA Top 10 Schedules

FY 2012 GSA Purchases



FY 2013 GSA Purchases



1	078-SPORTS, PROMOTIONAL, OUTDOOR, RECREATION, TROPHIES AND SIGNS (SPORTS)	\$91,713
2	070-GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES	\$69,934
3	067-PHOTOGRAPHIC EQUIPMENT-CAMERAS, PHOTO PRINTERS AND RELATED SUPPLIES & SERVICES (DIGITAL & FILM-BASED)	\$37,718
4	084-TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT & EMERGENCY/DISASTER RESPONSE	\$36,928
5	075-OFFICE PRODUCTS/SUPPLIES AND SERVICES AND NEW PRODUCTS/TECHNOLOGY	\$32,587
6	071-FURNITURE	\$8,310

* The top 10 Schedules represent 100% of Total Addressable Obligated Dollars

1	070-GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES	\$40,682
2	071-FURNITURE	\$8,310
3	084-TOTAL SOLUTIONS FOR LAW ENFORCEMENT, SECURITY, FACILITIES MANAGEMENT, FIRE, RESCUE, CLOTHING, MARINE CRAFT & EMERGENCY/DISASTER RESPONSE	\$2,475

* The top 10 Schedules represent 100% of Total Addressable Obligated Dollars



Non-GSA Contracts

FY2013 TOP 10 Non-GSA Contracts

Rank	Contract Number	Expiration Date	Contract Vehicle	Award PSC	Contractor	Non-GSA
1	M2710013P2004	2013-05-08	(PRIMARY) - OPEN MARKET	W023 - LEASE-RENT OF VEHICLES-TRAILERS-C	SEVEN SEAS MARINE SERVICES COMPANY	\$149,485
2	M2710013P2404	2013-09-25	(PRIMARY) - OPEN MARKET	7510 - OFFICE SUPPLIES	TRIBALCO, LLC	\$108,907
3	M2710013P2003	2013-09-30	(PRIMARY) - OPEN MARKET	W023 - LEASE-RENT OF VEHICLES-TRAILERS-C	SEVEN SEAS SHIPCHANDLERS L L C	\$84,366
4	M2710013P2010	2013-06-23	(PRIMARY) - OPEN MARKET	W041 - LEASE OR RENTAL OF EQUIPMENT- REF	AL JAZY TRADING COMPANY	\$74,400
5	M2710013P4007	2013-03-15	(PRIMARY) - OPEN MARKET	2310 - PASSENGER MOTOR VEHICLES	MISCELLANEOUS FOREIGN AWARDEES	\$70,027
6	M2710013P4006	2012-12-18	(PRIMARY) - OPEN MARKET	7110 - OFFICE FURNITURE	MISCELLANEOUS FOREIGN AWARDEES	\$65,892
7	M2710013P2005	2013-05-03	(PRIMARY) - OPEN MARKET	3590 - MISC SERVICE AMP; TRADE EQ	MULTINATIONAL LOGISTIC SERVICES LTD	\$64,858
8	M2710013P2008	2013-06-23	(PRIMARY) - OPEN MARKET	3590 - MISC SERVICE AMP; TRADE EQ	AL JAZY TRADING COMPANY	\$54,686
9	M2710013P2018	2013-08-12	(PRIMARY) - OPEN MARKET	3590 - MISC SERVICE AMP; TRADE EQ	SEVEN SEAS SHIPCHANDLERS L L C	\$51,713
10	M2710013P5001	2013-04-21	(PRIMARY) - OPEN MARKET	W023 - LEASE-RENT OF VEHICLES-TRAILERS-C	MISCELLANEOUS FOREIGN AWARDEES	\$50,400

* The top 10 Contracts represent 23.29% of Total Addressable Obligated Dollars



Non-GSA Contracts

FY2013 TOP 10 Non-GSA Contracts

Rank	Contract Number	Expiration Date	Contract Vehicle	Award PSC	Contractor	Non-GSA
1	M2710013P2004	2013-05-08	(PRIMARY) - OPEN MARKET	W023 - LEASE-RENT OF VEHICLES-TRAILERS-C	SEVEN SEAS MARINE SERVICES COMPANY	\$149,485
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* The top 10 Contracts represent 23.29% of Total Addressable Obligated Dollars





What Services are Available on Schedule?

U.S. General Services Administration

Federal Acquisition Service

- **Environmental Services**
- **Professional Engineering Services**
- **Logistics Services**
- **Language Services**
- **Consulting Services**
- **Temporary Administrative and Professional Services**
- **Information Technology Services**
- **Advertising and Marketing Services**
- **Financial and Business Solutions**
- **Security Solutions**
- **Facilities Maintenance**



What Supplies are Available on Schedule?

U.S. General Services Administration

Federal Acquisition Service

- **Office Supplies and Equipment**
- **Tools and Hardware**
- **Building and Industrial Materials**
- **Furniture**
- **Scientific Equipment**
- **Information Technology Products**
- **Vehicles and support equipment**
- **Appliances and Food Service**
- **Law enforcement, Fire, and Security Products**



U.S. General Services Administration

Federal Acquisition Service

GRITS II Local Telecom Contract

Melinda Wagoner
January 14, 2014



U.S. General Services Administration

Federal Acquisition Service

GSA GRITS II Contract

The GSA Region 4 Integrated Telecommunications Services (GRITS II) contract enables Federal agencies to realize significant savings off tariff rates when ordering local telecommunication, data, and enterprise solutions.

GRITS II Local Telecommunication Offerings

Voice Services

Centrex Lines
Business Lines
DSL/SOHO
ISDN (BRI/PRI)

Data Services

110 Bps - 1.544 Mbps
1.544 Mbps - 45 Mbps
45 Mbps - min 10 Gbps

Other Wired Services

Within NAICS code
517110
NAICS (North American
Industry Classification
System)

Converged Services

Combination of Voice and
Data Services

GRITS II Benefits:

AR Compliant

Contracts are pre-competed and easy to use

Shorter procurement lead-times

Orders must originate in Region 4 (GA, SC, FL, NC,

AL, TN, KY, MS) but may terminate anywhere in CON

4-year base period with two, three-year options to ext

No termination liability

2 Providers are small businesses. Set-asides within th

Simplified Acquisition Threshold apply for some serv

Federal Acquisition Service

GRITS II Features:

- **Indefinite Delivery, Indefinite Quantity (IDIQ), multiple-award, fixed price, performance-based contract with an Economic Price Adjustment**
- **Competed Prices - 67% off tariff rates**
- **Two Ordering Options - Assisted Ordering and Billing Services and Direct Order/Direct Bill (DODB)**



Federal Acquisition Service

Direct Order/Direct Bill (DODB)

- **Contracting Officer (CO) must receive Delegation of Authority from GSA**
- **CO ensures contract/order is compliant with the master contract**
- **Low 5% User Fee - Paid to GRITS II Provider**
- **GSA eBuy is used to Issue Request for Quotes**
- **The ordering agency assumes all responsibility for acquisition and administration, GSA provides only the contract vehicle.**
- **Billing for services is between the ordering agency and the GRITS II provider.**



U.S. General Services Administration

Federal Acquisition Service

The GRITS II contract was competitively advertised and awarded to the following eight providers:

- **Core Technologies***
- **Frontier Communications**
- **Futron***
- **Level 3 Communications**
- **AT&T**
- **tw telecom (Time Warner)**
- **Windstream Communications**
- **Verizon Federal**

*** Futron and Core Technologies are small businesses.**



U.S. General Services Administration

Federal Acquisition Service

GSA's Facilities Maintenance and Management (03FAC) Schedule



Facilities Maintenance Services

U.S. General Services Administration

Federal Acquisition Service

Complete Facilities Maintenance/Management

- Services related to the complete operations, maintenance and repair of federal facilities

Facilities Solutions

- Elevator Inspection/Maintenance
- Fire Alarm/Suppression Systems Maintenance
- HVAC & Electrical/All Utility Maintenance

Grounds and Lawn Care

- Grounds Maintenance
- Pest Control
- Tree Planting/Trimming/Removal



Other 03FAC Services

U.S. General Services Administration

Federal Acquisition Service

Marine Services

- Dockside Maintenance & Repair Services
- Dry Docking Solutions

Industrial, Aerospace & Marine Painting

- Surface Preparation
- Application of Chemical Compounds

Smart Buildings

- Smart Building Consulting
- Smart Building Systems Integrator



811 002 Complete Facilities Maintenance

U.S. General Services Administration

Federal Acquisition Service

- Mechanical and operations maintenance of building systems
- **Painting (Davis-Bacon included)**
- Janitorial/custodial services
- Locksmith services
- Plumbing operations & maintenance
- Electrical services to include
- Tree trimming
- Grounds maintenance/Snow removal/landscaping
- Pest control services
- Cemetery Maintenance
- Laundry Services
- HVAC/Refrigeration maintenance
- Elevator inspection/maintenance
- Telephone maintenance
- Fire alarm/suppression system maintenance
- Maintenance of renewable energy systems
- Maintenance of energy management control systems (EMCS)
- Repair of water tanks
- Maintenance support training and consulting services
- Operation and maintenance of

Federal Acquisition Service

Ancillary Supplies and/or Services

- One SIN to cover support products and services needed for total solution (SIN 003 100)
- Products and services are priced
- Considered part of the schedule not open market
- Separate SIN is included in most Schedules



Ancillary Repair and Alterations

U.S. General Services Administration

Federal Acquisition Service

- SIN 003-97, Ancillary Repair and Alterations
- Allows for routinely needed ancillary repair and alterations work encountered during orders
- No award will be made under SIN 003-97, unless offeror is awarded (or receives award concurrently) for another SIN under this Schedule
- Repair and alteration work must be ancillary to the primary services offered
- Ancillary R&A services performed under a schedule contract shall not include A&E (architect-engineer) services.
- Davis Bacon clauses are included in the schedule